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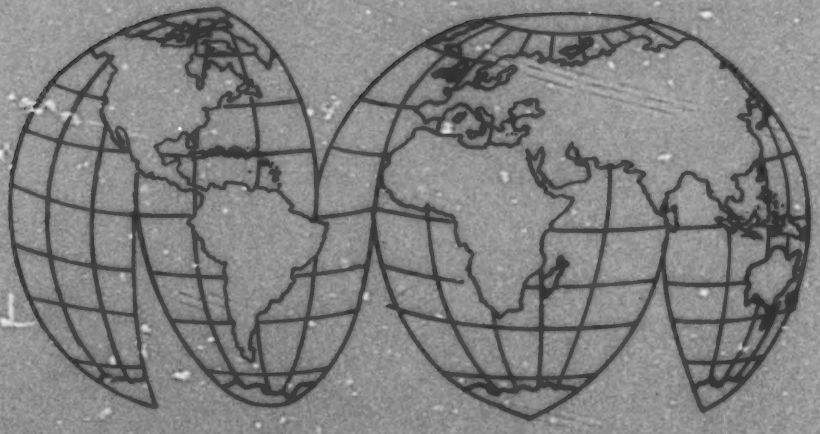
INTERNATIONAL TRADE

STATE AND LOCAL

Resource Directory

1988–1989

North Carolina



U. S. Small Business Administration

Office of International Trade/Office of Business Development

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INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

North Carolina

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by Paul F. Kirwin of the Office of International Trade. Major contributions were made by Joyce F. Starnes of the Charlotte District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

TABLE OF CONTENTS

	Page
U.S. SBA and U.S. Department of Commerce Local Offices	4
State Agencies	5
Port Authorities	6
Small Business Development Centers and Other University/ College Programs	7
Chambers of Commerce	8
Private/Other Organizations	10
Foreign Embassies	13
Banks with International Departments	20
Export Management Companies/Export Trading Companies	21
International Trade Consultants	24
Legal Consultants -- Law Firms with International Departments	26
Custom House Brokers/International Freight Forwarders	28
Export Packing and Crating	31
Export-Related Insurance	32
Translation Services	33

U.S. SMALL BUSINESS ADMINISTRATIO
AND U.S. DEPARTMENT OF COMMERCE
LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
222 South Church Street, Room 300
Charlotte, NC 28202
(704) 371-6587

U.S. Department of Commerce
International Trade Administration
324 West Market Street
P.O. Box 1950
Greensboro, NC 27402
(919) 333-5345

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

North Carolina Department of Agriculture
Division of Marketing
International Marketing
Agricultural Building
1 West Edenton Street
P.O. Box 27647
Raleigh, NC 27611
(919) 733-7912

The North Carolina Department of Agriculture assists the State's agriculture-related businesses and farmers in accessing international trade information and opportunities. It provides individual firm counseling, as well as assistance in using the U.S. Department of Agriculture's Trade Opportunity Referral Service (TORS). The Department develops trade leads by contacting potential foreign purchasers of North Carolina products; it also promotes export development activities such as international trade fairs, exhibitions and missions.

North Carolina Department of Commerce
International Division
430 North Salisbury Street, Room 2056
Raleigh, NC 27611
(919) 733-7193

The International Division provides experienced practical marketing guidance for North Carolina companies, with an emphasis on personal assistance at intermediary and advanced levels. This includes tailored marketing programs, locating foreign buyers, and assistance in planning overseas trips. It organizes and coordinates participation of North Carolina firms in overseas trade missions and catalog shows. The Division also cosponsors trade conferences and seminars throughout the state. The Division also administers the Foreign Trade Zones within the state and is in charge of attracting foreign investment to North Carolina. The North Carolina Department of Commerce also maintains offices in Tokyo, Düsseldorf, Hong Kong and Seoul.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

North Carolina Ports Authority
Regional Marketing Manager
4601 Six Forks Road
P.O. Box 18423
Raleigh, NC 27619-8423
(919) 787-3462

The North Carolina Ports Authority distributes information regarding ocean shipping rates, appropriate methods of transportation, and port capabilities. It also maintains three branch offices:

North Carolina Ports Authority
P.O. Drawer 829
Morehead City, NC 28557
(919) 726-3158

North Carolina Ports Authority
2202 Burnett Boulevard
P.O. Box 9002
Wilmington, NC 28402
(919) 763-1621

North Carolina Ports Authority
129 West Trade Street, Suite 636
Charlotte, NC 28202
(704) 334-8641

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Raleigh/Durham

North Carolina State University
International Trade Center
P.O. Box 7401
Raleigh, NC 27695-7401
(919) 737-3793

The International Trade Center provides information and technical assistance in areas of international trade and reverse investment.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Charlotte

The Charlotte Chamber of Commerce, Inc.
P.O. Box 32785
Charlotte, NC 28232
(704) 377-6911

Greensboro/Winston-Salem

Alamance County Chamber of Commerce
P.O. Drawer 450
Burlington, NC 27215
(919) 228-1338

Greensboro Area Chamber of Commerce
P.O. Box 3246
Greensboro, NC 27401
(919) 275-8675

Greater Winston-Salem Chamber of Commerce
P.O. Box 1408
Winston-Salem, NC 27101
(919) 725-2361

Hickory

Catawba County Chamber of Commerce
P.O. Box 1828
Hickory, NC 28603
(704) 328-6111

Reidsville

Reidsville Chamber of Commerce, Inc.
P.O. Box 1020
Reidsville, NC 27320
(919) 349-8481

Rocky Mount

Rocky Mount Area Chamber of Commerce
P.O. Box 392
Rocky Mount, NC 27802-0392
(919) 442-5111

Wilmington

Greater Wilmington Chamber of Commerce
P.O. Box 330
Wilmington, NC 28402
(919) 762-2611

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

North Carolina World Trade Associations provide for exchange of information at regular meetings and through sponsorship of a wide variety of international trade educational activities. Active chapters are located in Charlotte, Greensboro, Greenville and Wilmington; other less formally structured chapters are located in Asheville. Any questions regarding the North Carolina World Trade Association chapter nearest you should be referred to the Raleigh chapter (see listing below).

Charlotte

American Yarn Spinners Association
P.O. Box 99
Gastonia, NC 28053
(704) 824-3522

The American Yarn Spinners Association assists yarn manufacturers in exporting their products.

National Association of Hosiery Manufacturers
447 S. Sharon Amity Road
Charlotte, NC 28211
(704) 365-0913

The National Association of Hosiery Manufactures assists hosiery manufactures in exporting their products.

Greensboro/Winston-Salem

North Carolina District Export Council
c/o U.S. Department of Commerce
324 West Market Street
P.O. Box 1950
Greensboro, NC 27402
(919) 333-5345

The North Carolina Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

Raleigh/Durham

North Carolina Textile Manufacturers Association
P.O. Box 31448
Raleigh, NC 27622
(919) 782-8416

The North Carolina Textile Manufacturers Association assists textile manufacturers in exporting their products.

North Carolina World Trade Association
P.O. Box 28271
Raleigh, NC 27611
(919) 794-4327

Wilmington

Customs Brokers & Freight Forwarders Association of Wilmington, NC, Inc.
P.O. Box 1208
Wilmington, NC 28402
(919) 791-5061

The Association can provide referrals for firms seeking the services of a customs house broker or an international freight forwarders.

World Trade Center Wilmington
2451 S. College Road
Wilmington, NC 28403
(919) 392-5750
TWX: 510-100-0435
Fax: 919-782-8968

The World Trade Center Wilmington offers many services to tenants and members of the World Trade Center Association. These services include: trade information, educational programs on exporting, telex and facsimile services, translation services, trade missions, and computerized database information.

FOREIGN EMBASSIES

Generally, the embassies that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country. A country's embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for North Carolina.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Charlotte

Barclays Bank International
P.O. Box 31488
Charlotte, NC 28231
(704) 339-5000

First Union National Bank
First Union Plaza
301 S. Tryon Street
Charlotte, NC 28288
(704) 374-6955

North Carclina National Bank
One NCNB Plaza, T 19-5
Charlotte, NC 28255
(704) 374-8506

Southern International Corporation
P.O. Box 34069
Charlotte, NC 28234
(704) 338-5711
Telex: 68-43067

Southern National Bank of North Carolina
200 South College Street
Charlotte, NC 28202
(704) 338-5710

Greensboro/Winston-Salem

First Factors Corp.
P.O. Box 2730
High Point, NC 27261
(919) 889-2929

Wachovia Bank & Trust Co.
P.O. Box 3099
Winston-Salem, NC 27150
(919) 770-5417

Wilson

Branch Banking & Trust Co.
223 West Nash Street
P.O. Box 1847
Wilson, NC 27894
(919) 399-4111

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Asheville

Slosman Corp.
10 Biltmore Plaza
Asheville, NC 28803
(704) 274-2100

Processed textile and non-woven products.

Charlotte

Asia America Corp.
4600 Park Road
Charlotte, NC 28209
(704) 523-2609

Carolina Overseas Inc.
3900 Columbine Circle
Charlotte, NC 28211
(704) 366-8630

Consolidated Textiles, Inc.
8100 South Boulevard
Charlotte, NC 28224
(704) 554-8621

Textile fibers.

ECOS International
1125 East Morehead Street, Suite 108
Charlotte, NC 28204
(704) 334-9598

Exports International Co.
500 East Morehead Street
Charlotte, NC 28208
(704) 334-3923

Four Happiness Inc.
4801 E. Independence Boulevard
Charlotte, NC 28212
(704) 568-0673

Impex Consolidated, Ltd.
805 Pressley Road
P.O. Box 11177
Charlotte, NC 28217
(704) 527-6727

Mid South International Ltd.
P.O. Box 386
Gastonia, NC 28053-0386
(704) 865-7190

Murray and Company
500 E. Morehead Street
Charlotte, NC 28202
(704) 333-5274

Men's and women's hosiery.

RSM Company
811 Pressley Road
P.O. Box 31605
Charlotte, NC 28231
(704) 525-6851

Textile goods.

Valence Corporation
4401 Colwick Road, Suite 401
Charlotte, NC 28211
(704) 365-1658

<u>Greensboro/Winston-Salem</u>

Casalee Trading Corporation
3305 Healy Drive
Winston-Salem, NC 27114
(919) 760-1710

Tobacco products.

Davidsons Supply Company
2703 High Point Road
Greensboro, NC 27403
(919) 292-5161

Small arms & ammunition, knives, hunting accessories, law enforcement equipment.

Med-Care Contract Sales
1200 Ninth Avenue, NE
Hickory, NC 28601
(704) 322-2539

Medicine cabinets, medical glass containers, hospital beds, disposable diapers.

Lumberton

Southeastern International IE Corp.
2120 California Drive
Lumberton, NC 28358
(919) 738-9546

Electronic detection apparatus, farm machinery, fabric mills, coal, grain, agricultural chemicals.

Raleigh/Durham

E. Boyd and Associates
131 Wind Chime Court
P.O. Box 20024
Raleigh, NC 27619
(919) 846-8000

K.R. Edwards Leaf Tobacco Co.
P.O. Box 1337
Smithfield, NC 27577
(919) 934-7101

Leaf tobacco.

Leggette Associates, Inc.
P.O. Box 7273
Rocky Mount, NC 27804
(919) 443-6542

Peanut diggers, shakers, windrowers and other crop preparing machines, other farm machinery & parts.

Sequence (USA) Co. Ltd.
P.O. Box 8832
Durham, NC 27707
(919) 489-1146

Computer parts & accessories, decorative wall appliques, painting equipment, Venetian blinds.

Stone Heavy Vehicle Specialists
P.O. Box 25518
Raleigh, NC 27611
(919) 779-2320

Truck parts & accessories.

Thorpe and Ricks, Inc.
P.O. Box 271
Rocky Mount, NC 27802-0271
(919) 977-3151

Tobacco products.

Troxler World Trade Corp.
3008 Cornwallis Road
P.O. Box 12057
Research Triangle Park, NC 27709
(919) 549-8661

Radio and TV communication equipment, laboratory and scientific instruments.

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Charlotte

Coopers & Lybrand Charlotte Plaza, Suite 1850 Charlotte, NC (704) 375-8414	International accounting.
Dadone & Associates, Inc. 3434 Windsor Drive Charlotte, NC 28209 (704) 525-2197	Bakery & baking products.
Ernst & Whinney Independence Center Charlotte, NC (704) 372-6450	International accounting.
KMG Main Hurdman Charlotte Plaza Charlotte, NC (704) 376-1544	International accounting.
Peat Marwick Mitchell & Co. First Union Plaza Charlotte, NC (704) 335-5300	International accounting, taxation & business management.
Price Waterhouse One NCNB Plaza Charlotte, NC 28255 (704) 372-9020	International accounting.

Seidman & Seidman
Charlotte Plaza, Suite 1520
Charlotte, NC
(704) 375-9006

International accounting.

Touche Ross & Co.
One Independence Center
Charlotte, NC
(704) 377-9383

International accounting, taxation & business management.

Trading & Investment Corp.
3927 Morris Field Drive
Charlotte, NC 28208
(704) 332-5011

Arthur Young & Co.
One Independence Center, 15th Floor
Charlotte, NC
(704) 372-6300

International accounting.

Raleigh/Durham

Kew Associates
2 Linden Road
Chapel Hill, NC 27514
(919) 929-7283

Licensing.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Charlotte

W. Thad Adams, III
1401 BB&T Center
2180 First Union Plaza
Charlotte, NC 28282
(704) 375-9249

Bell, Seltzer, Park & Gibson
P.O Drawer 34009
Charlotte, NC 28234
(704) 377-1561

Garland & Alala
301 S. York Street
P.O. Box 859
Gastonia, NC 28053
(704) 864-2634

Ralph H. Dougherty
1515 Mockingbird Lane, Suite 410
Charlotte, NC 28209
(704) 527-7734

Moore & Van Allen
3000 NCNB Plaza
Charlotte, NC 28280
(704) 331-1000

Parker, Poe, Thompson, Bernstein, Gage, & Preston.
2600 Charlotte Plaza
Charlotte, NC 28244
(704) 372-9000

Robinson, Bradshaw & Hinson
1900 Independence Center
101 North Tryon Street
Charlotte, NC 28246
(704) 377-22356

Smith, Helms, Mulliss & Moore
227 N. Tryon Street
P.O. Box 31247
Charlotte, NC 28231
(704) 343-2000

Womble Carlyle Sandridge & Rice
3300 One First Union Center
301 S. College Street
Charlotte, NC 28202-6025
(704) 331-4900

Greensboro/Winston-Salem

Allman, Spry, Humphreys, Leggett & Howington, PA
2000 West First Street, Suite 500
P.O. Box 15026
Winston-Salem, NC 27113-5026
(919) 722-2300

Booth, Harrington, Johns & Campbell
239 North Edgeworth Street
P.O. Box 3585
Greensboro, NC 27402
(919) 275-9567

Brooks, Pierce, McLendon, Humphrey & Leonard
1400 Wachovia Building
P.O. Drawer U
Greensboro, NC 27202
(919) 373-8850

Anna E. Caldwell
1001 S. Marshall Street, Suite 52
Winston-Salem, NC 27101
(919) 724-9433

Finger, Parker & Avram
8066 Northpoint Blvd. Suite 204
P.O. Box 11633
Winston-Salem, NC 27116
(919) 722-0974

Patton, Boggs & Blow
104 North Elm Street
P.O. Box 2004
Greensboro, NC 27420
(919) 273-1733

Petree Stockton & Robinson
1001 West Fourth Street
Winston-Salem, NC 27101
(919) 725-2351

D. Brooks Westwater, Jr.
4125 Walker Avenue
Greensboro, NC 27407
(919) 282-2361
(919) 352-1159

Womble Carlyle Sandridge & Rice
P.O. Box Drawer 84
Winston-Salem, NC 27102
(919) 721-3600

Raleigh-Durham

Barringer, Allen & Pinnix
P.O. Drawer 1270
Raleigh, NC 27602
(919) 755-0505

Richard J. Boles
2726 Croasdaile Drive, Suite 101
Durham, NC 27705
(919) 383-5575

Mark E. Fogel
P.O. Box 1189
Raleigh, NC 27602
(919) 833-8852

Leboeus, Lamb, Leiby & MacRae
P.O. Box 31507
Raleigh, NC 27622-1507
(919) 787-5200

Levine and Stewart
123 Franklin Street, Suite 304
Chapel Hill, NC 27516
(919) 929-0386

Maupin, Taylor, Ellis & Adams
P.O. Drawer 19764
Raleigh, NC 27619
(919) 781-6800

Patton, Boggs & Blow
P.O. Box 786
Raleigh, NC 27602
(919) 832-4111

Womble Carlyle Sandridge & Rice
227 Fayetteville Street Mall,
Suite 800
Wachovia Building
P.O. Drawer 831
Raleigh, NC 27602
(919) 755-2100

Wilmington

Murchison, Taylor, Kendrick, Gibson
& Davenport
16 North 5th Street
Wilmington, NC 28401
(919) 763-2426

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Asheville

Emery Worldwide/Purolator
225 Weaverville Highway
Asheville, NC 28804
(800) 443-6379

Charlotte

Air Express International Corp.
3301 Piper Lane
Charlotte, NC 28208
(704) 525-7323

Airborne Express
P.O. Box 19116
Charlotte, NC 28219
(704) 523-9335

Amerford International Corp.
4039 West Boulevard
P.O. Box 19102
Charlotte, NC 28219
(704) 392-4358

American Emo-Trans, Inc.
4801 Paul Brown Blvd.
Charlotte, NC 28208
(704) 391-0045

American Overseas Transport Corp. (*)
Two Parkway Plaza Bldg.
Charlotte, NC 28210
(704) 527-2101

Cargo Brokers International, Inc.
4119 Rose Lake Drive
Charlotte, NC 28210
(704) 527-6613

W.G. Carroll & Company, Inc. (*)
4123A Rose Lake Drive
Charlotte, NC 28217
(704) 527-8822
Fax: 704-522-1360

Central Carolina Shipping Inc.
P.O. Box 19234
Charlotte, NC 28219
(704) 392-0175
Fax: 704-391-9450

Danzas International
5821 Park Road, Suite 407
Charlotte, NC 28209
(704) 554-6451

Emery Worldwide/Purolator
P.O. Box 19149
Charlotte, NC 28210
(800) 443-6379

Emo-Trans International Air Freight
P.O. Box 19151
Charlotte, NC 28219
(704) 391-0045

First Union International
Transportation Services (*)
One First Union Center Corp. 17
301 S. College Street
Charlotte, NC 28288
(704) 374-3112

G.D.T. International Forwarders
3139 Westinghouse Boulevard
Charlotte, NC 28210
(704) 588-0803

The Hipage Co., Inc. (*)
P.O. Box 19143
Charlotte, NC 28217
(704) 523-8733

Intertrans Corp. (*)
3927-B Morris Field Drive
Charlotte, NC 28208
(704) 392-2120

Kuehne & Nagel, Inc.
4814 Paul Brown Blvd., Bldg. A
N.C. Highway 160
Charlotte, NC 28208
(704) 399-8202

Jacky Maeder Ltd.
P.O. Box 19109
Charlotte, NC 28219
(704) 392-2183

Northern Air Freight
3100-E Piper Lane
Charlotte, NC 28208
(704) 527-2313

Rogers & Brown Custom Brokers,
Inc. (*)
4107-A Rose Lake Drive
Charlotte, NC 28217
(704) 527-6300

Schenkers International Freight
Forwarders, Inc. (*)
P.O. Box 19389
Charlotte, NC 28219
(704) 394-9346

Greensboro/Winston-Salem

American Overseas Transport
Corp. (*)
234 Burgess Road
P.O. Box 18923
Greensboro, NC 27419-8923
(919) 668-2932
Telex: 57-4369
Fax: 919-668-9026

Emery Worldwide/Purolator
P.O. Box 18307, Guildford Station
Greensboro, NC 27419
(800) 443-6379

The Hipage Co., Inc. (*)
7325 W. Friendly Road, Suite D-2
P.O. Box 35026
Greensboro, NC 27425
(919) 294-8344

Morrisville

Airborne Express Corp.
P.O. Box 187
Morrisville, NC 27560
(919) 840-4375

Morehead City

TMX Shipping Inc.
P.O. Box 747
Morehead City, NC 28557
(919) 726-1111

Raleigh/Durham

American Overseas Transport
Corp. (*)
(919) 469-5522

Burlington Air Express
P.O. Box 339
Morrisville, NC 27560
(919) 840-4450

Emery Worldwide/Purolator
P.O. Box 134
Morrisville, NC 27560
(800) 443-6379

The Hipage Co., Inc. (*)
Raleigh-Durham Airport
North Ramp-Aero Services Bldg.,
Room 214
Morrisville, NC 27560
(919) 840-3800

Wilmington

Arthur J. Fritz and Company (*)
340 Shipyard Boulevard
P.O. Box 1208
Wilmington, NC 28402
(919) 791-5061

The Hipage Co., Inc. (*)
346 Shipyard Boulevard
Poseidon Plaza
P.O. Box 1624
Wilmington, NC 28403
(919) 799-9600

Rogers & Brown Customs Brokers, Inc.
(919) 395-6200

Southern Overseas Corp. (*)
P.O. Box 2110
Wilmington, NC 28402
(919) 392-0914
TWX: 510-937-0311
Fax: 919-791-3016

Waters Shipping Company (*)
P.O. Box 118
Wilmington, NC 28402-0118
(919) 763-8491

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Greensboro/Winston-Salem

Guy M. Turner, Inc.
P.O. Box 7776
Greensboro, NC 27417-0776
(919) 294-4660

Raleigh

Far Packaging Company, Inc.
2800 Air Park Road
Fuquay Varina, NC 27526
(919) 552-2422

Raleigh Bonded Warehouse, Inc.
1505 Downtown Boulevard
Raleigh, NC 27603
(919) 833-7555

Raleigh Furniture Storage Co.
1318 South Person Street
Raleigh, NC 27601
(919) 832-2649

Yowell Transportation Services Inc.
1317 Hodges Street
Raleigh, NC 27604
(919) 839-8825

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Charlotte

London International Underwriters, Inc.
723 S. Sharon Amity Road, Suite 101
Charlotte, NC 28211
(704) 364-5652

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Charlotte

Carolina Translating and
Interpreting Service
1431 Sterling Road
Charlotte, NC 28209
(704) 375-5267

Pamela A. Gill, PHD
3801 Foxcroft Road
Charlotte, NC 28211
(704) 365-3862

Edward B. Rock Associates Inc.
5200 Park Road, Suite 207B
Charlotte, NC 28209
(704) 525-5100

Dunn

Techni-Lingua International, Ltd.
P.O. Box 992
Dunn, NC 28334
(919) 892-4123

Raleigh/Durham

DTS Language Services
1717 Legion Road
Chapel Hill, NC 27514
(919) 942-0666
(919) 688-5880

Dialogos International Corp.
8921 Glenwood Avenue
Raleigh, NC 27612
(919) 942-4139
(919) 493-2920
(919) 782-2630

M. Cristina Krasny & Associates
P.O. Box 12312
Research Triangle Park, NC 27709
(919) 967-4517

Ann C. Sherwin
1918 Medfield Road
Raleigh, NC 27607
(919) 851-9281

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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